Helvetia Group NZB Neue Zürcher Bank, February 2, 2007

### Welcome

### **Our Identity**

### helvetia 🛕



### Helvetia

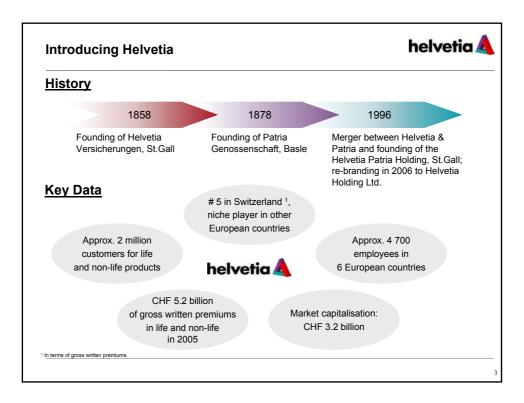
- independent
- strategically well-positioned and
- successful

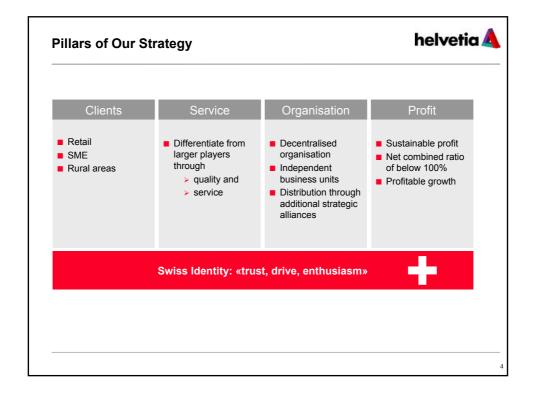
### **European Insurance Group serving**

- individuals and
- small / medium-sized enterprises

### Helvetia

- modern provider of top quality insurance and retirement products
- among the top 5 companies in Switzerland
- niche player (with recognisable Swiss Identity) in other European **Markets**



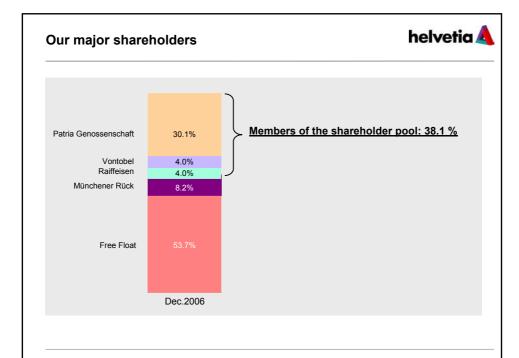


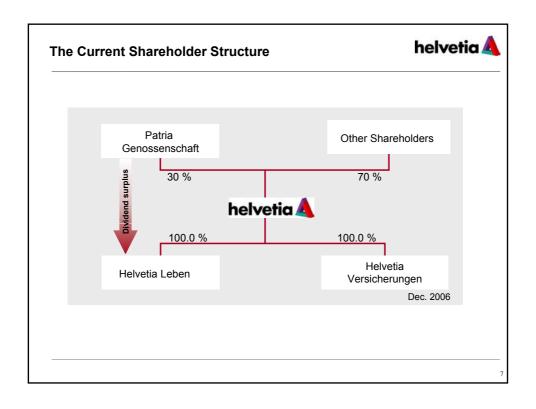
### Standard&Poor's Rating A-

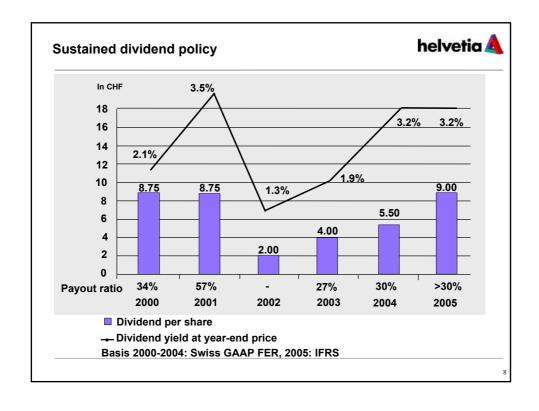


- Helvetia assigned with "A-" Rating. The outlook is stable
- Rating reflects:
  - strong operating performance (ROE of about 11% on average over the past 3 years)
  - strong capitalization
  - strong competitive position overall (top 5 position in Switzerland, flexibility as a niche player in nondomestic markets)
  - challenging market conditions (limited growth potential in the life segment due to still low interest rates)
  - moderate cost efficiency (due to high service levels, decentralized management approach)
- Ranking improves our position in the (re)insurance and capital markets

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# **Financials**

### Key figures for 1st semester 2006



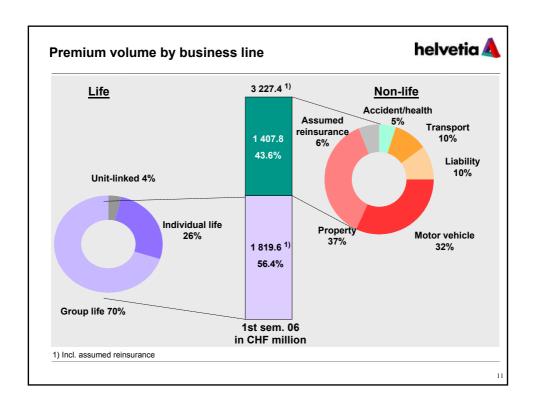


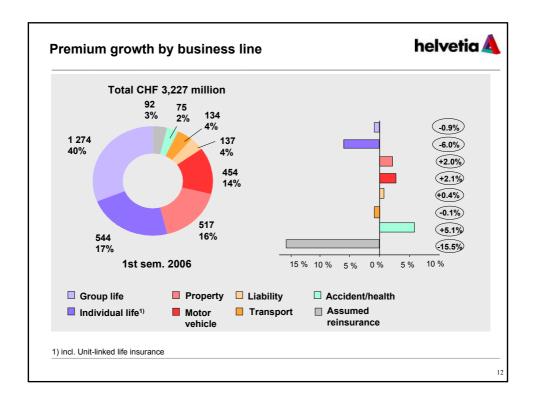
in CHF million	1st sem. 06	Previous year	+/-
Gross premiums written	3 227.4	3 267.8	-1.2%
Net premiums written	3 070.1	3 118.1	-1.5%
Gross income from investments <sup>1)</sup>	473.7	658.8	-28.1%
Investments (30.6.06 vs 31.12.05)	27 851.9	27 783.2	+0.2%
Investment performance net IFRS in % 2)	0.2	3.2	-3.0% pts
Group profit (loss) for the period	162.9	116.4	+39.9%
Gross combined ratio in % 3) 4)	93.9	90.5	+3.4% pts
Net combined ratio in % 3) 4)	95.6	94.0	+1.6% pts
Net expense ratio, life, in % 4)	9.5	9.4	+0.1% pts
Cons. shareholders' equity (30.6.06 vs 31.12.05)	2 367.8	2 480.8	-4.6%
Annualised return on equity in %	13.4	11.0	+2.4% pts
Group solvency in % (30.6.06 vs 31.12.05) 5)	220.5	242.0	-21.5% pts

<sup>1)</sup> In addition to interest and dividend income, gains/losses from financial investments and income from investment properties, also includes income from holdings in associated companies and directly assignable costs.

2) Profit (loss) from investments affecting/not affecting income as % of average invested capital (not including unit-linked life insurance), excl. HTMLAR

3) All types of costs are included in the calculation (all in)
4) As % of premiums earned
5) Capital as % of solvency 1 requirement according to ISVAP





### Non-life: consolidation on an excellent level



in CHF million	1st sem. 2006	1st sem. 2005	+/-
Gross premiums written	1 407.8	1 400.7	+0.5%
Current income on investments Gains and losses on	68.1	63.1	+7.9%
investments	7.0	25.6	-72.7%
Claims incurred (gross) Underwriting costs (gross)	-706.5 -391.3	-675.5 -373.4	+4.6% +4.8%
Profit (loss) before taxes	110.3	119.3	-7.5%
Claims ratio (net) 1)	61.2%	60.8%	+0.4% pts
Expense ratio (net) 1) Combined ratio (net) 1) 2)	34.4% 95.6%	33.2% 94.0%	+1.2% pts +1.6% pts

### Non-life underwriting





in %	СН	D	ı	Е	А	F	ARV	Total
Claims ratio (gross) Expense ratio (gross)	59.7 29.6	54.2 38.9	67.3 29.0	55.7 32.3	64.4 37.7			1 1
Combined ratio (gross)	89.3	93.1	96.3	88.0	102.1	80.8	99.0	94.0
Combined ratio 1S05 (gross)	87.7	90.2	91.5	87.5	96.5	69.3	104.1	90.5
Change from 1S05 (% pts)	+1.6	+2.9	+4.8	+0.5	+5.6	+11.5	-5.1	+3.5

<sup>1)</sup> As % of premiums earned 2) All types of costs are included in the calculation (all in)

### Life: high profitability



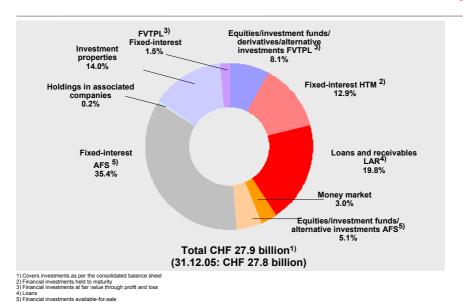


in CHF million	1st sem. 06	1st sem. 05	+/-
Gross premiums written	1 819.6	1 867.1	-2.5%
Premiums of an investment nature 1)	0.5	0.3	+66.7%
Current income on investments	366.8	348.3	+5.3%
Gains and losses on investments	21.6	206.8	-89.6%
Claims/benefits paid and change in actuarial reserves (gross) Cost of policyholder dividends	-1 487.0	-1 695.5	-12.3%
(gross)	-58.9	-122.7	-52.0%
Underwriting costs (gross) Expense ratio (net) in % <sup>2)</sup>	-141.7 9.5	-143.1 9.4	-1.0% +0.1% pts
Profit (loss) before taxes	93.9	40.3	+133.0%

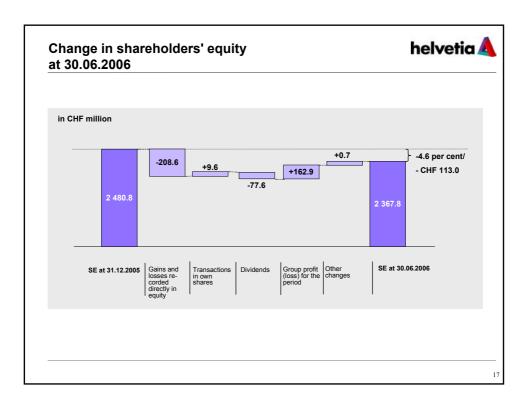
<sup>1)</sup> Savings units in premiums from investment contracts not included in the income statement

### Structure of investments as at 30.06.2006





<sup>2)</sup> As % of premiums earned



# Swiss business activities

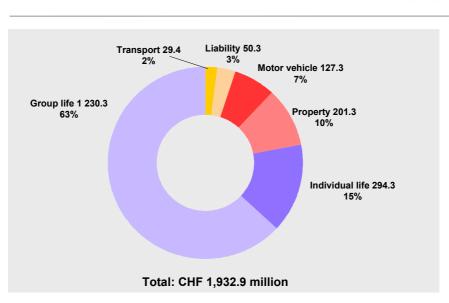
### Our track record in the 1st semester of 2006: targets outstripped



2006 goals	Results		Comments
Sustainable profitability of CH business	Profit of CHF 103 million	✓	ROE targets exceeded significantly
Return-oriented growth in life and non-life	Growth of 3.2 % in non-life, decline in life of - 3.8%	√/ -	Return to growth in property, difficult market conditions for life
Net combined ratio less than 100%	Net CR of 95.5 %	✓	Consistently high profitability in non- life
Cost and efficiency gains	Costs below previous year and budget	✓	
Continued development of product range	New products in ind. life, group life and non-life	✓	New EU insurance and non-life home- related products introduced successfully
Expansion of alternative customer acquisition channels	Implementation of construction and buildings insurance with Raiffeisen	✓	Potential is exploited successively

### Switzerland: gross premiums by business line





### Switzerland: life premiums



in CHF million	30.06.06	30.06.05	+/-
Total direct life premiums	1 524.6	1 583.8	-3.7%
Regular premiums, individual life Single premiums, individual life	201.1 93.2	201.0 130.2	0.0% -28.4%
Total premiums, individual life	294.3	331.2	-11.1%
Regular premiums, group life Single premiums, group life	767.6 462.7	739.5 513.1	+3.7% -9.8%
Total premiums, group life	1 230.3	1 252.6	-1.8%

- Individual life: Regular premiums remained stable in a difficult market environment, decline in traditional single premiums; growth for unit-linked products
- Group life: Growth in regular premiums, decline in single premiums due to brake on acquisition volumes

### Switzerland: profitability in the life business



Revenue components	Performance	Comments
Whole life insurance	+	Consistently good results
Disability insurance	++	Good economic environment and continued selective underwriting policy, particularly in group life
Costs (supplements)	+	Continued improvement in all areas
Investments	+	Pleasing investment result

### Switzerland: non-life premiums





in CHF million	30.6.06	30.6.05	+/-
Total non-life premiums	408.3	395.5	+3.2%
Property	201.3	194.2	+3.7%
Transport	29.4	30.2	-2.6%
Motor vehicle	127.3	120.6	+5.6%
Liability	50.3	50.5	-0.4%

- Attractive growth and pleasing trend reversal in property
- Premium growth for private customers thanks to new home-related products and good sales efforts by own sales force
- Market for corporate segment noticeably softer

### Switzerland: non-life profitability



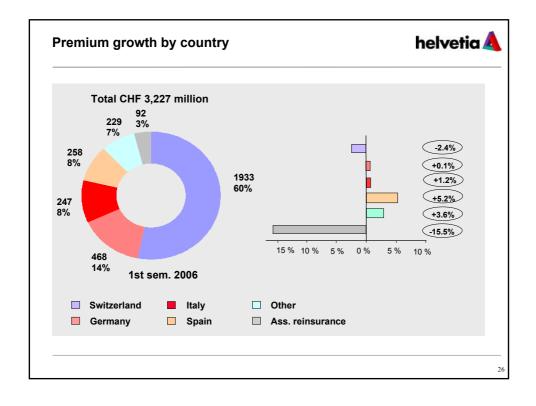
	30.06.06	30.06.05
Gross premiums (in CHF million)	408.3	395.5
Gross claims ratio (%)	59.7%	56.9%
Gross expense ratio (%) <sup>1)</sup>	29.6%	30.8%
Gross combined ratio (%) <sup>1) 2)</sup>	89.3%	87.7%
Net combined ratio (%) <sup>1) 2)</sup>	95.5%	96.9%

- **Excellent earning power**
- Healthy portfolio, no major damage
- 1) As % of premiums earned
- 2) 'All in'

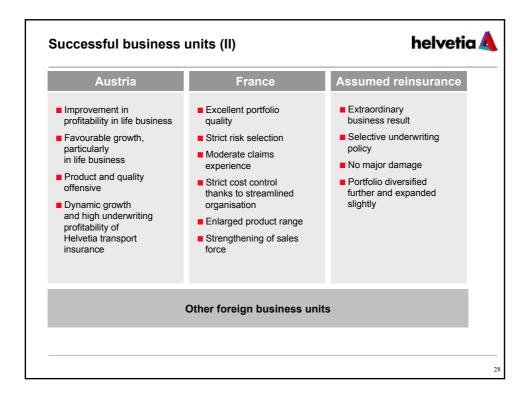


# Foreign business units

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### helvetia A Successful business units (I) Germany Italy Spain ■ Significantly higher ■ Pleasing result ■ Improvement of portfolio quality in contribution to profit thanks to low combined motor vehicle business ■ Strict cost ■ Strong growth in management Excellent growth in non-life the other NL sectors Good growth in business as well as in life business life business ■ Few claims ■ Good claims ■ Attractive products experience ■ New household insurance ■ High quality and ■ Efficiency gains thanks products excellent service to modern IT solution Share of premium volume: 14% Share of premium volume: 8% Share of premium volume: Share of pre-tax income: 20.4% Share of pre-tax income: 5.6% Share of pre-tax income: 11.9%







# **Strategy 2007 - 2010**

### Mainstay of new strategy (I)

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With the new strategy we want to considerably improve our growth and at the same time improve the Group's earning power.

To this end we are following our own path to growth with the following targets:

- Above-average organic growth in all country markets and business lines,
- Improvement of our position through strategic acquisitions,
- Return on equity (ROE) after taxes of at least 10 per cent,
- Further improvement of capital market viability.

### Mainstay of new strategy (II)

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Geographically, we want to focus on the existing country markets as we are convinced of their potential for growth and their sustainable earning power.

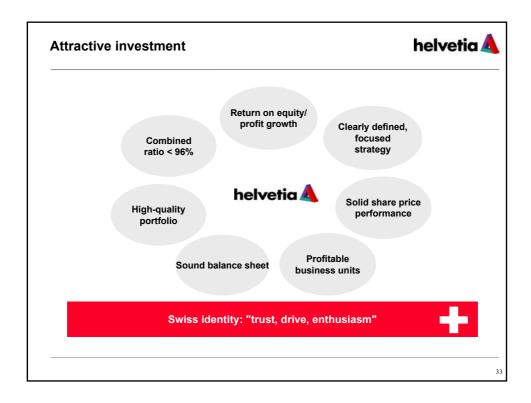
We will continue to focus on creating added value for our private and SME customers by providing these customers with simple and innovative products and services of a superior quality.

We will focus on following activities

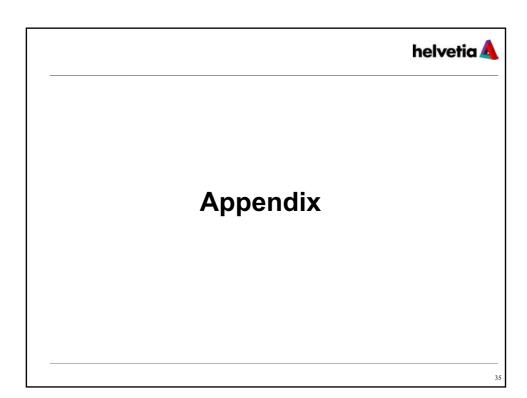
- Strengthening of selling power
- Systemisation of marketing activities
- Expansion of the sales channels and the opening up of new distribution channels
- Differentiation through quality and service

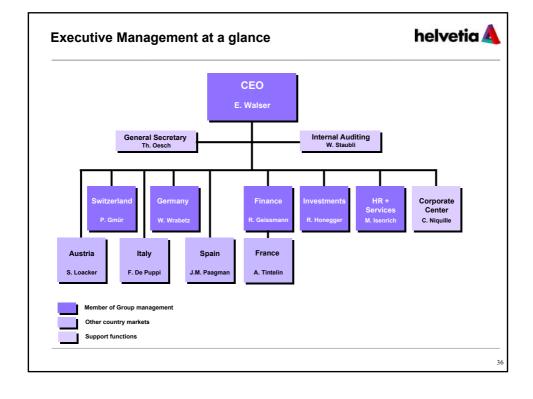
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### helvetia 🛕 Group business targets for 2007-2010 Improvement of Uniform brand image for customer and the whole Group market orientation Improvement of cost situation in all Optimal business lines/markets use of capital **Profitable** growth Improvement of Market growth capital market viability all sectors Excellent personnel development



# Just ask us





### Milestones in our history



1858	Foundation of Allgemeine Versicherungs-Gesellschaft Helvetia, St.Gallen
1861	Foundation of Helvetia Schweizerische Feuerversicherungs-Gesellschaft, St.Gallen
1862	Establishment of branch offices in Germany
1878	Foundation of "Patria, Schweizerische Lebensversicherungsgesellschaft" in Basel
1920-	Establishment of branch offices and subsidiaries of
1962	Helvetia in France, Italy, Austria, Belgium (sold in 1985), Greece (sold in 1997), Netherlands (sold in 1995) and Canada (sold in 1999)
1974	Merger of Helvetia Feuer and Helvetia Allgemeine, St.Gallen
1986- 1988	Additional Helvetia subsidiaries established in Spain, Italy and Germany
1992	Start of partnership between Helvetia and Patria
1996	Foundation of Helvetia Patria Holding, St.Gallen
1998	Acquisition of La Vasco Navarra (Spain); acquisition of the NCD portfolio (Italy)
1999	Merger of the two companies La Vasco Navarra and Cervantes Helvetia to form Helvetia CVN, Madrid/Pamplona
2000	Acquisition of the southern Spanish insurer Previsión Española, Seville
2001	Acquisition of Norwich Union Vita, Milan; renamed Helvetia Life
2002	Acquisition of UK-based Royal & Sun Alliance's transport portfolio in France
2003	Merger of the subsidiaries Previsión Española and Helvetia CVN to create Helvetia Previsión headquartered in Seville
2004	Acquisition of two transport insurance portfolios in France
2005	Merger of the two Italian subsidiaries Helvetia Vita and Helvetia Life into Helvetia Vita headquartered in Milan
2005	Acquisition of the insurance portfolio of Sofid Vita in Italy
2006	New brand Helvetia for all subsidiaries and business units

### Important dates

**07.09.2007** 





Business results 2006: analysts' and 29.03.2007 media conference in Zurich Ordinary Shareholders' Meeting in St.Gallen **04.05.2007** 

Publication of 2007 interim results

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